



**GENERAL DYNAMICS**  
Advanced Information Systems

**SENSORS TO KNOWLEDGE™**  
End-to-End ISR Solutions Across All Domains

# GENERAL DYNAMICS

*Strength On Your Side™*

- General Dynamics delivers capable, relevant and affordable products and services through a culture focused on quality, innovation, continuous improvement, integrity and ethical behavior.
- General Dynamics at a Glance:
  - Headquarters in Falls Church, Virginia
  - 92,200 employees worldwide
  - \$32 billion annual revenue in 2012

## BUSINESS GROUPS

### AEROSPACE



### COMBAT SYSTEMS



### INFORMATION SYSTEMS AND TECHNOLOGY



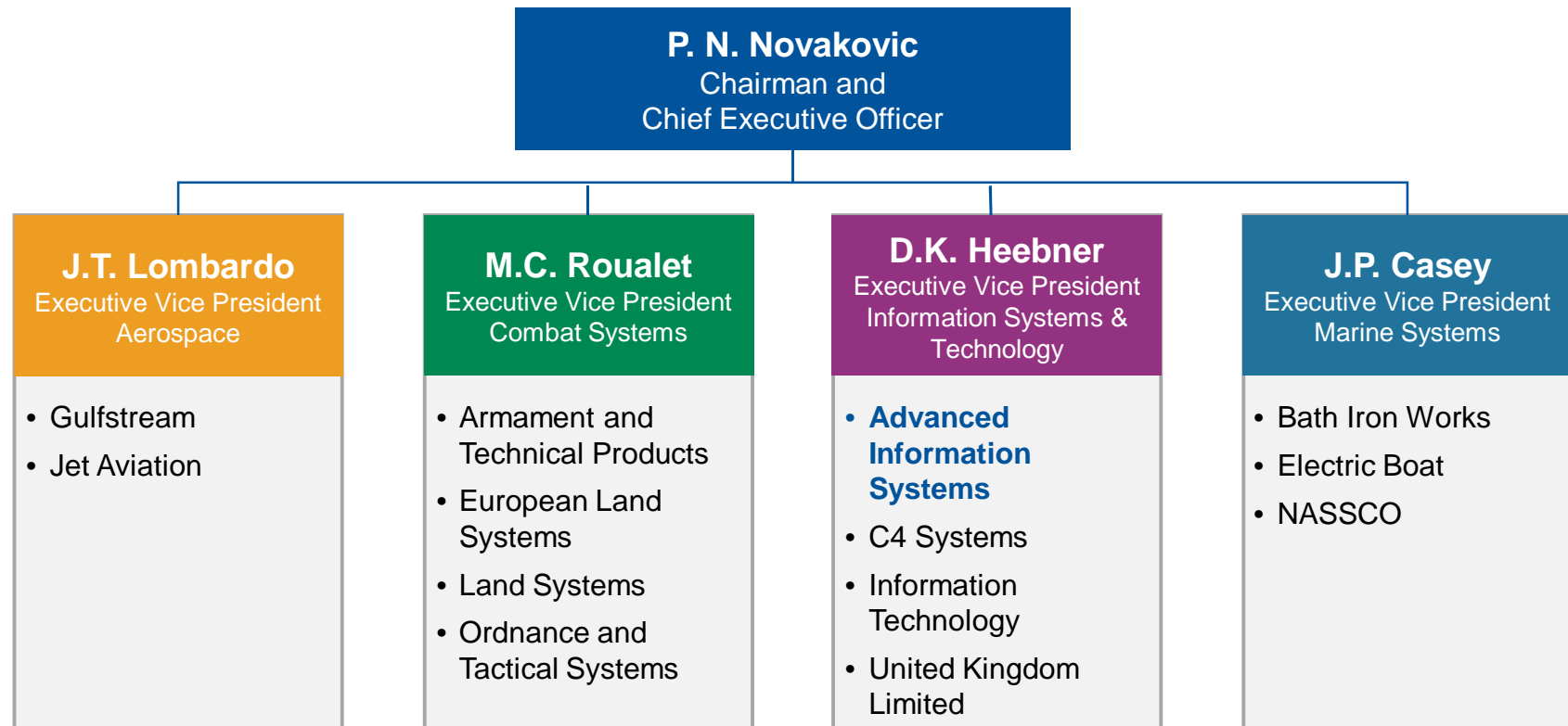
### MARINE SYSTEMS



Last Updated:

7/15/2013

# General Dynamics Executive Management



Last Updated:

7/15/2013

# General Dynamics Information Systems & Technology

- Provides solutions that support a wide range of networked communications, cyber security and information-sharing and enterprise technology needs



**Advanced Information Systems:** A provider of end-to-end intelligence, surveillance and reconnaissance solutions across all domains, supported by an open architecture and business model.



**C4 Systems:** A leading integrator of secure communications, information systems and technology, C4 Systems specializes in command and control, communications, networking, space systems, computing and information assurance for defense, government and select commercial customers in the United States and abroad.



**Information Technology:** Serving customers in the defense, intelligence, homeland security, civilian government and commercial sectors, Information Technology manages large-scale, mission-critical IT programs.



**United Kingdom Limited:** As a prime contractor and complex systems integrator, General Dynamics United Kingdom delivers command, control, communications, computers and intelligence systems.



## General Dynamics

# Advanced Information Systems

We are a provider a provider of end-to-end intelligence, surveillance and reconnaissance (ISR) solutions to help ensure our customers have the right information when they need it to act decisively in their high stakes missions.

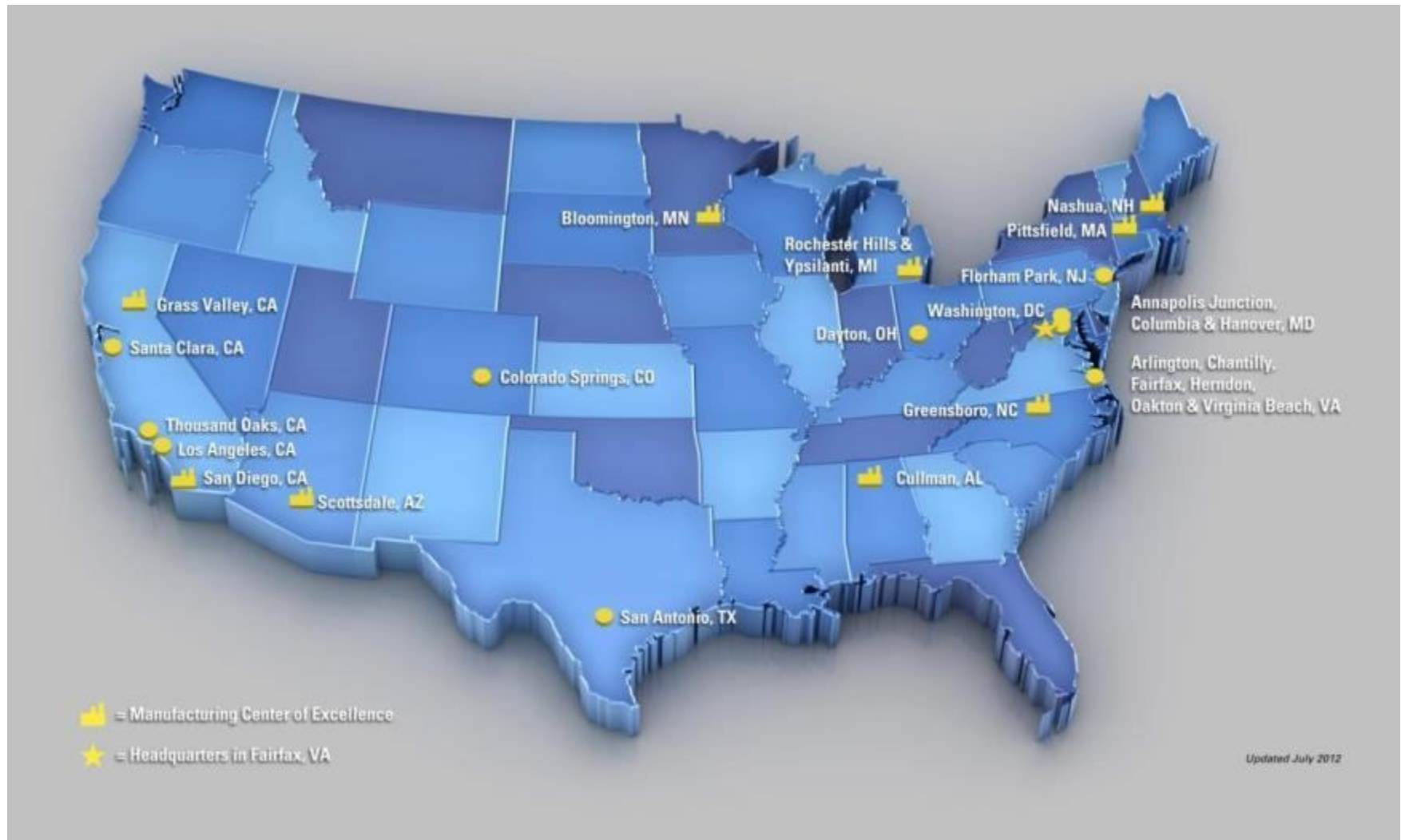


- ~6,300 employees
  - 74% hold security clearances
- Systems development and integration leader, bringing together advanced and robust technology into high assurance, mission critical systems
- Advanced cyber capabilities, both offensive and defensive, to actively defend large enterprise and national networks
- End-to-end solutions across the imagery value chain delivering timely, relevant and actionable intelligence
- Sophisticated signals intelligence capabilities spanning sea, ground, air and space

Last Updated:

7/15/2013

# Major Locations



Last Updated:

7/15/2013



## Supplier Diversity Program

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# General Dynamics Supplier Diversity Program

- Each of the General Dynamics' four business groups has a Supplier Diversity Program that addresses their specific requirements
- General Dynamics corporate-sponsored Supply Chain Management Council established a committee dedicated solely to the identification, promotion, and use of diverse small businesses
- Small Business Committee (SBC) current outreach event calendar and Small Business Liaison Officer (SBLO) points of contact are published on-line at [www.GeneralDynamics.com](http://www.GeneralDynamics.com)
- For those companies who wish to register you can access our General Dynamics Enterprise Supplier Management Portal at the link above





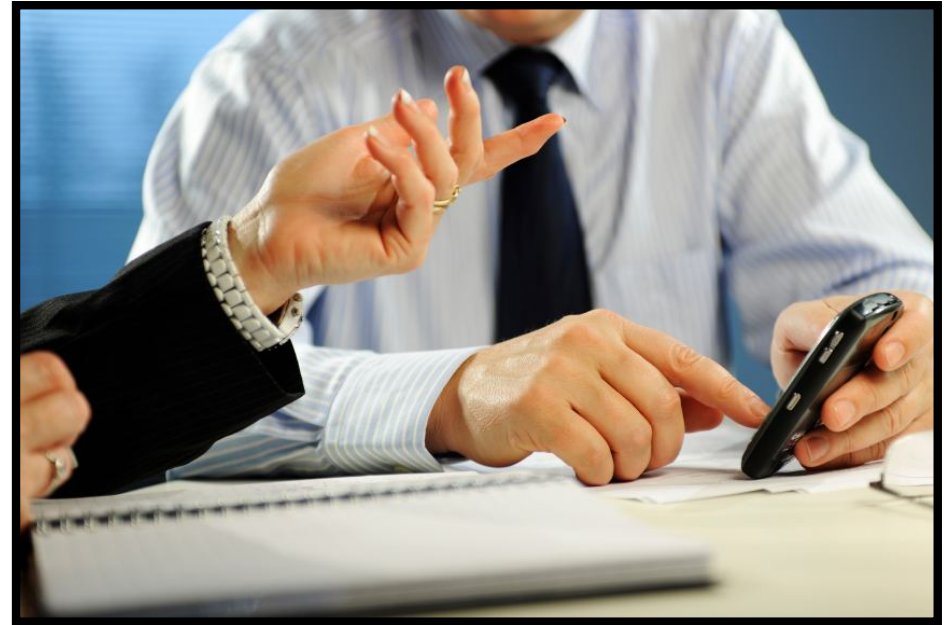
# General Dynamics Systems Supplier Diversity Program

- Our supplier diversity program is committed to proactively seeking and utilizing diverse small business concerns in our competitive subcontracting and procurement process
- To establish mutually beneficial relationships we actively seek small business, including those owned by minorities, women, and veterans, capable or providing products and services in our supply chain
  - Over 1300 unique diverse and small businesses vendors were used in 2012
  - 35.9% of 2012 awards are with small businesses
  - 5.5% of 2012 awards are with SDB's



# General Dynamics Supplier Diversity Program

- We have experienced significant success through being active in the DoD Mentor Protégé program
- We have been an active participant in the DoD Comprehensive Subcontracting Plan meeting the Acceptable and Highly Successful ratings since participating in the test program
- Representatives from our company participate in many outreach events across the country (48 events in 2012)
- We support Small, Disadvantaged, Women, Veteran, Service Disabled Veterans, Minority and HUB Zone owned Businesses



# Supplier Diversity Program Future Direction

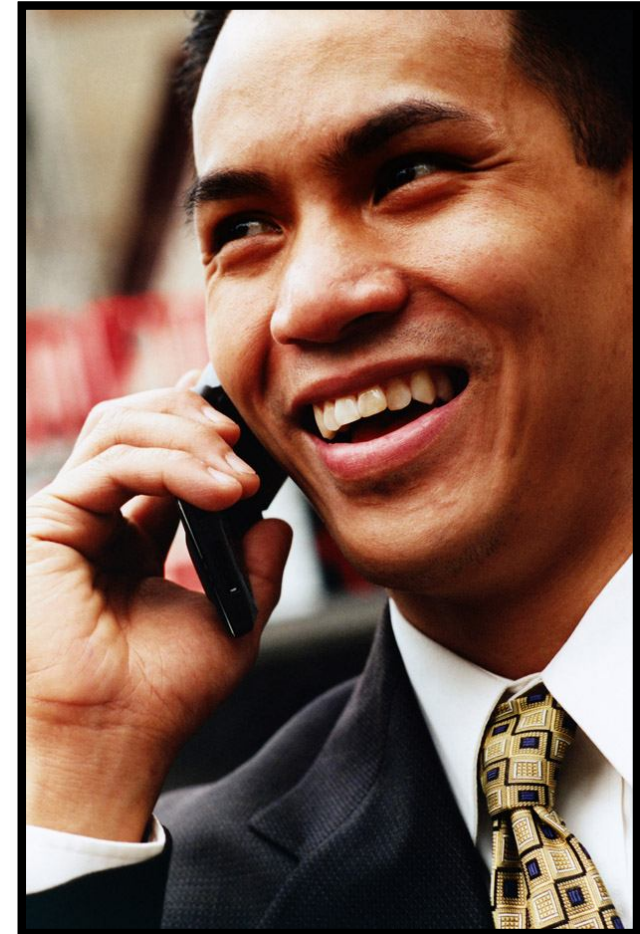
- Actively engaged in diverse small business inclusion in a couple important areas, including
  - System development technology insertion & maturation
  - Authorized distributors of electronic component manufacturers or authorized diversity partners to OEM's
  - Machining and sheet metal fabrication suppliers within the east coast region
  - Diverse small businesses capable of developing nano technology
  - Small businesses with circuit card assembly capabilities
  - Fiber optic cables





# Supplier Direction

- What can potential suppliers do?
- Monitor program awards
- Familiarize yourself with our products and services
- When contacting us address what differentiates your product/service
- Let us know if you have done business within the industry
- Contact the applicable SBLOs listed on our website
- Register in the General Dynamics Enterprise Supplier Management Portal



# **GENERAL DYNAMICS**

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